

# Office of Government Contracting Basics Training Class – Part 1

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#### AGENDA - Basics Class

- Supplier Diversity Program
- What's New in Legislation?
- JPL Small Business Program Process
- Small Business Plans
- Market Research & Source Development Demo
- Questions & Answers

### Pop Quiz: True or False?

 Q: In 1978, Public Law 95-507 amended the Small Business Act to make federal procurements more readily accessible to all small businesses.

 A: True. PL 95-507 also extends the maximum practicable opportunities in federal subcontracting to small businesses.

## Supplier Diversity Pop Quiz

- Q: Public Law 95-507 established:
  - (a) Small business offices for all federal agencies
  - (b) Subcontracting plans for large business
  - (c) Required the establishment of federal small business goals
  - (d) Redefined minority firms as "socially and economically disadvantaged small businesses"
  - (e) Only (b) and (c)
  - (f) All of the above

### What's new in legislation?

#### Legislative Changes and Updates

- HUBZone Contracting Program (Updated)
- Women-owned Small Business Contracting Program (New Programs)
- Self-certification for Small Disadvantaged Business (SDB) (Final Rule)
- Small Business Act of 2010 (Amendments)

### **HUBZone Contracting Program**

#### **Discussion Points**

- What is a HUBZone?
- What are the program changes?
- Does the HUBZone Program impact JPL?
- Yes. Procedures in JPL Rules to follow in the new prime contract.
- How do you determine if a HUBZone firm is currently certified?
- Do a search in the SBA "List of HUBZone Small Business Concerns." Refer to slide #12 for further instructions.

# Women-owned Small Business Contracting Program

# SBA's newest contracting program(s) – Economically Disadvantaged

- Self-certification; must up-load documentation into a repository
- Set-aside contracts in approximately 40 NAICS codes – no sole source procurements
- Services estimated contract value cannot exceed \$3M
- Manufacturing Estimated contract value cannot exceed \$5M

#### Final Rule: SDB Self-certification

- Under the SBA's previous regulations, only those firms that applied to and had been certified by the SBA as a Small Disadvantaged Business (SDB) could be eligible for federal contracting opportunities.
- The Final Rule removes the requirement for SDB subcontractors to be certified by the SBA. SDBs may now self-certify as subcontractors.
- If a protest were to arise, the burden of proof remains on the SDB to meet the requirements of being socially and economically disadvantaged.

## Small Business Program

#### Small Business Process Improvements

- How do I do business with JPL?
- Review Small Business Capabilities
- \*Supplier Database
- \*Supplier Profile Form

<sup>\*</sup>Internal to BOO at this time

#### **Small Business Plans**

#### **Discussion Points**

- What are the types of small business subcontracting plans?
  - (1) Individual Plan
    - Contains specific goals for small business subcontracting under the contract.
  - (2) Master Plan
    - A subcontracting plan without specific goals for small business categories.
       Specific goals are developed for each government contract received by the contractor.
  - (3) Commercial Plan
    - Required for commercial off-the-shelf products/services sold to the government; Developed on a company-wide or division-wide basis; and, Goals are percentages of projected subcontracting activity under projected revenues.

#### **Small Business Plans**

#### **Discussion Points**

- What are the common elements in these types of plans?
  - Ensure maximum practicable opportunities or "best effort" for all small business categories.
  - Subcontracting plans are required over \$550K; \$1M for Construction.
  - Dollar thresholds to be updated to \$650K; and \$1.5M, respectively, in the new Prime Contract.

#### Market Research

# Effective market research methods for locating small businesses and HUBZones

Dynamic Small Business Search (DSBS)
 http://dsbs.sba.gov/dsbs/search/dsp\_dsbs.cfm

#### 2. DSBS Quick Market Search button

- Search by NAICS code, keywords, location and more . . .
- 3. Search for certified HUBZone firms
  - Go to <a href="http://www.sba.gov/content/hubzone-0">http://www.sba.gov/content/hubzone-0</a> (zero)
  - Click on "List of HUBZone Small Business Concerns"
  - Print a copy of the profile for your contract file

#### SBA Quick Market Search Demo

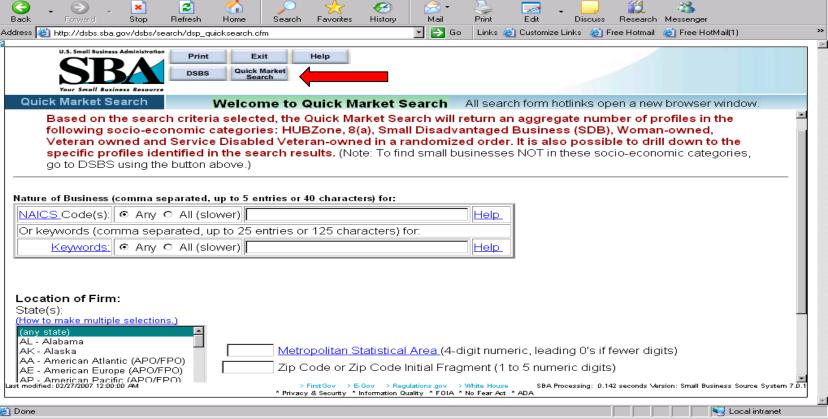
http://dsbs.sba.gov/dsbs/search/dsp\_dsbs.cfm Click on the Quick Market

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#### Market Research Resources

Search supplier databases of minority and women-owned business organizations

 National Minority Supplier Development Council (NMSDC)

http://www.nmsdc.org/nmsdc/

 National Association of Women Business Owners (NAWBO)

http://www.nawbo.org